

Message Text

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11/22

ACTION EB-07

INFO OCT-01 EA-07 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-07 NSAE-00 FAA-00 L-03 /027 W

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R 180346Z FEB 76

FM AMEMBASSY WELLINGTON
TO SECSTATE WASHDC 903

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C O R R E C T E D C O P Y (TAGS LINE EAIR, NZ VICE BEXP, NZ)

E.O. 11652: N/A

TAGS:EAIR, NZ

EUBJ: CIVAIR: PAN AM AND NEW ZEALAND SPECIAL FARES PROBLEMS

REF STATE 032990, NELSON - HARWICK TELCON FEB 10

1. ON BASIS NELSN-HARTWICK TELCON EAXC

COUNSELOR, AFTER CONFIRMING THAT PAN AM DIRECTOR

MORGAN HAD RECEIVED INSTRUCTIONS, ADVISED GNZ

CIVIL AVIATION AUTHORITIES PAN AM WOULD COMPLY

WITH GNZ OCTOBER 20 DIRECTIVE.

2. ON FEB 16 MORGAN ADVISED E/C COUNSELOR THAT

CARLSON, V.P. OF PAN AM IN NEW YORK WISHED TO HOLD

A MEETING ON EITHER FEB. 20 OR FEB. 27 WITH GNZ

CIVAIR OFFICIALS. EMBASSY OFFICER EXPLAINED THAT STATE

HAD ONLY SGGESTED (PARA 2 OF REFTEL) THAT EMBASSY

MAY WISH TO "EXPLORE POSSIBLITY" OF PAN AM/GNZ TALKS

(BECAUSE OF POSSIBLE ANTI-TRUST PROBLEMS INVOLVED IN

DIRECT PAN AM, AIR NEW ZEALAND, BRITISH AIRWAYS TALKS).

HOWEVER, ON BASIS OF PAN AM NEW YORK TELEX TO MORGAN

E/C COUNSELOR AGREED TO APPROACH GNZ ON POSSIBLE

MEETING WITH PAN AM ON FEBRUARY 27. CONTROLLER OF

AIR SERVICE POLICY, F. NORTON, SAID THIS DATE WAS

ACCEPTABLE. EMBASSY ADVISED MORGAN AND CONFIRMED THAT

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IN ACCORDANCE WITH CARLSON WISH AN EMBASSY OFFICER WOULD

BE PRESENT AT MEETING AS OBSERVER.

3. IT IS QUITE CLEAR PAN AM CONSIDERES PRESENCE OF USG
REPRESENTATIVE IMPORTANT TO PAN AM'S BARGAINING POSITION,
I.E. TO SHOW USG SUPPORT FOR PAN AM. IT APPEARS LIKELY
THAT CARLSON WILL TRY TO DRAW EMBASSY OFFICER INTO
DISCUSSIONS TO SHOW USG SUPPORT FOR RIGHTS PAN AM WISHING
TO GAIN THROUGH TALKS. EMBASSY URGENTLY NEEDS PRECISE
GUIDANCE AND, AS APPROPRIATE, INSTRUCTIONS ON USG POLICY
ON ISSUES TO BE DISCUSSED OR LIKELY TO COME UP (E.G.
RIGHTS OF PAN AM UNDER THE US/NZ BILATERAL AIR TRANSPORT
AGREEMENT CONCERNING 6TH FREEDOM TRAFFIC AND STOP-OVER AND
TRANSFER POINTS, ETC.)

4. FYI: MORGAN TOLD E/C COUNSELOR THAT FEB. 10 TELEX FROM
CARLSON SAID PAN AM HAD AGREED TO FILE ONLY ON UNDERSTANDING
A) STATE DEPT. WOULD ARRANGE TALKS BETWEEN PAN AM AND GNZ
AND B) IF THESE FAIL USG WOULD UNDERTAKE NEGOTIATIONS
WITH GNZ ON QUESTION OF A BALANCING SHARE BETWEEN PAN AM
AND AIR NEW ZEALAND OF TRAFFIC.

5. FYI WHEN NORTON AGREED TO PAN AM/GNZ TALKS HE
STRESSED NEED TO GET PAN AM, AIR NEW ZEALAND AND BRITISH
AIRWAYS TOGETHER FOR TALKS. EMBASSY OFFICER RAISED
POSSIBILITY OF ADDING AIR NEW ZEALAND OFFICIAL TO
GNZ DELEGATION TO TALKS AS AN ADVISOR. NORTON SAID THIS
WAS POSSIBLE, BUT IT WAS CLEAR HE WANTED TO GET ACCROSS
POINT THAT, SINCE THE ISSUES DID NOT CONCERN US-NZ
3RD AND 4TH FREEDOM TRAFFIC BUT TRAFFIC BETWEEN NZ AND
LONDON AND EUROPE (US 6TH FREEDOM) AND THIS WAS OF
CONCERN TO BRITISH AIRWAYS, THERE NEEDED TO BE DISCUSSIONS
AMONG THE AIRLINES CONCERNED. IT IS ENTIRELY POSSIBLE THAT
IN THE PAN AM/GNZ DISCUSSIONS GNZ WILL TAKE THIS POSITION
AND THAT GNZ CAN MAKE NO COMMITMENTS WITHOUT THE CONCURRENCE
OF BRITISH AIRWAYS AND/OR HMG. NORTON DID SAY A LETTER
SPELLING OUT GNZ VIEWS WAS BEING PREPARED. END FYI.
SELDEN

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Message Attributes

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